

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	13	-53.8%	47	59	-20.3%
New Listing Volume	\$7,993,800	\$7,601,000	+5.2%	\$36,665,950	\$35,911,200	+2.1%
Active Listing Count	74	100	-26%	N/A	N/A	
Active Listing Volume	\$83,364,550	\$86,347,200	-3.5%	N/A	N/A	
Average Listing Price	\$1,126,548	\$863,472	+30.5%	\$1,111,060	\$839,927	+32.3%
Median Listing Price	\$707,000	\$582,000	+21.5%	\$690,937	\$550,493	+25.5%
Median Days in RPR	213.5	225.5	-5.3%	177.64	210.56	-15.6%
Months of Inventory	6.2	9.1	-32.2%	8.1	8.6	-4.8%
Absorption Rate	16.22%	11%	+5.2%	12.28%	11.69%	+0.6%
Sales Activity Charts Metrics						
New Pending Sales Count	6	9	-33.3%	46	51	-9.8%
New Pending Sales Volume	\$3,602,800	\$3,269,400	+10.2%	\$35,135,300	\$27,065,100	+29.8%
Pending Sales Count	16	17	-5.9%	N/A	N/A	
Pending Sales Volume	\$10,670,700	\$10,598,400	+0.7%	N/A	N/A	
Closed Sales Count	6	10	-40%	33	41	-19.5%
Closed Sales Volume	\$5,708,000	\$3,442,000	+65.8%	\$24,616,000	\$20,281,250	+21.4%
Average Sales Price	\$951,333	\$344,200	+176.4%	\$745,939	\$494,665	+50.8%
Median Sales Price	\$1,012,500	\$295,000	+243.2%	\$608,985	\$408,451	+49.1%

New Listings

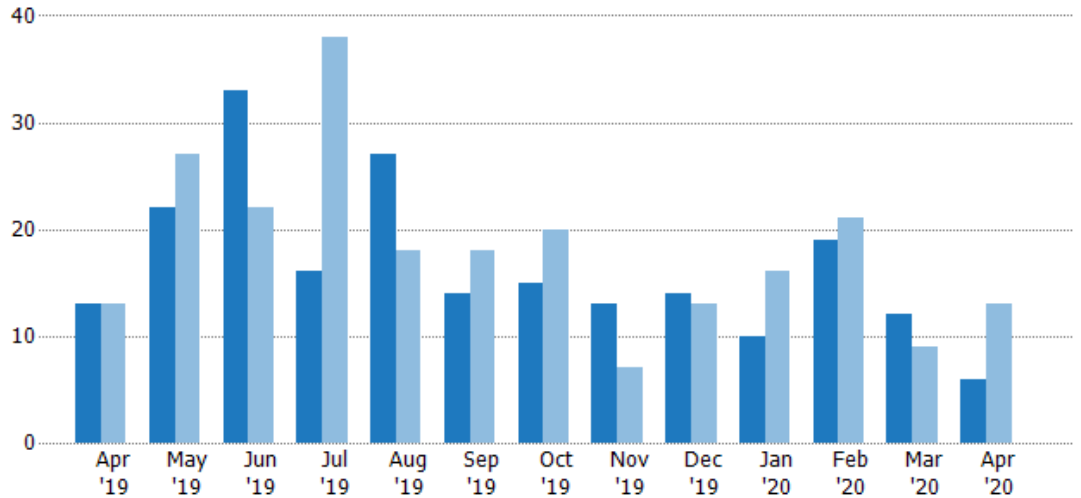
The number of new residential listings that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Apr '20	6	-53.8%
Apr '19	13	0%
Apr '18	13	-23.1%



Current Year	13	22	33	16	27	14	15	13	14	10	19	12	6
Prior Year	13	27	22	38	18	18	20	7	13	16	21	9	13
Percent Change from Prior Year	0%	-19%	50%	-58%	50%	-22%	-25%	86%	8%	-38%	-10%	33%	-54%

New Listing Volume

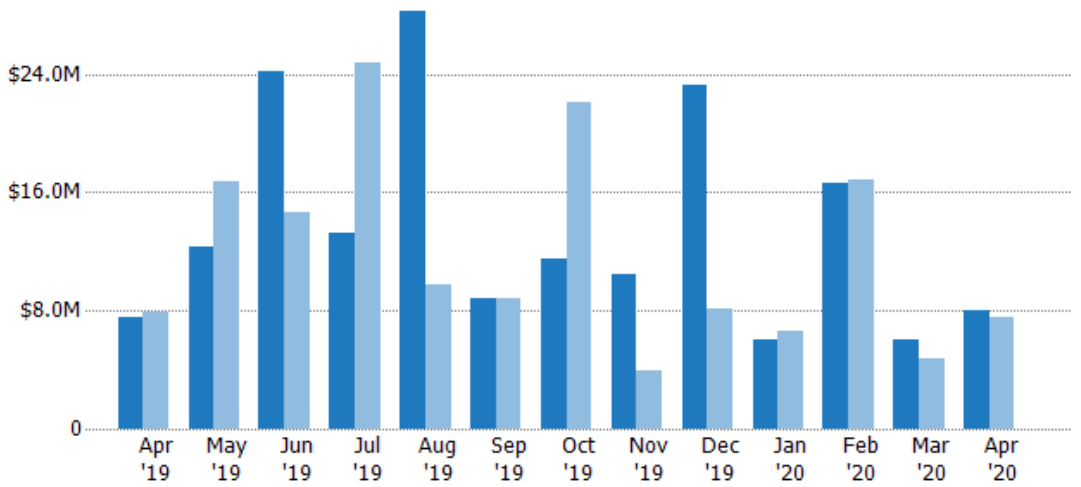
The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Apr '20	\$7.99M	5.2%
Apr '19	\$7.6M	-3.7%
Apr '18	\$7.89M	18.1%



Current Year	\$7.6M	\$12.4M	\$24.1M	\$13.3M	\$28.2M	\$8.84M	\$11.5M	\$10.5M	\$23.3M	\$6.01M	\$16.6M	\$6.07M	\$7.99M
Prior Year	\$7.89M	\$16.7M	\$14.6M	\$24.7M	\$9.74M	\$8.8M	\$22.1M	\$3.99M	\$8.1M	\$6.66M	\$16.9M	\$4.77M	\$7.6M
Percent Change from Prior Year	-4%	-26%	65%	-46%	190%	1%	-48%	162%	187%	-10%	-2%	27%	5%

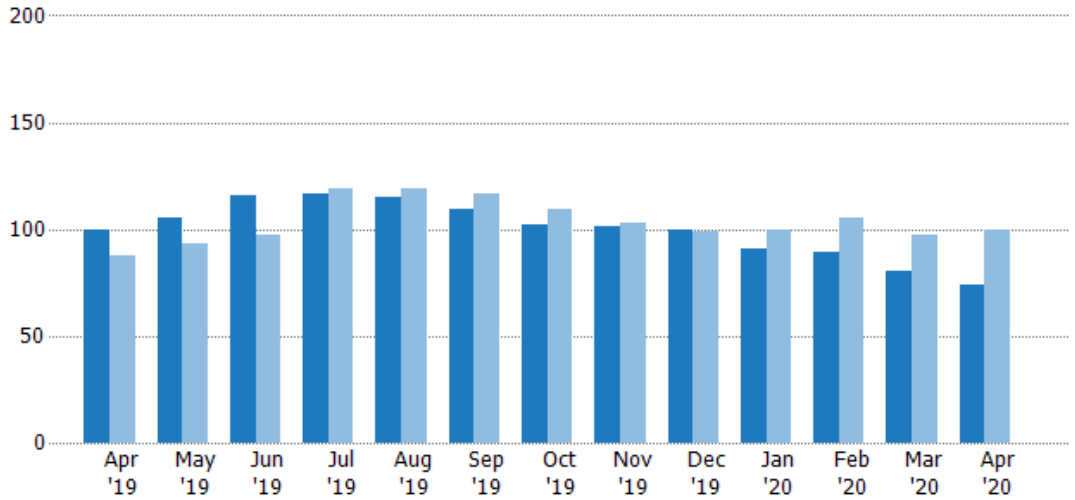
Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	100	105	116	117	115	109	102	101	100	91	89	80	74
Prior Year	88	93	97	119	119	117	109	103	99	100	105	97	100
Percent Change from Prior Year	14%	13%	20%	-2%	-3%	-7%	-6%	-2%	1%	-9%	-15%	-18%	-26%

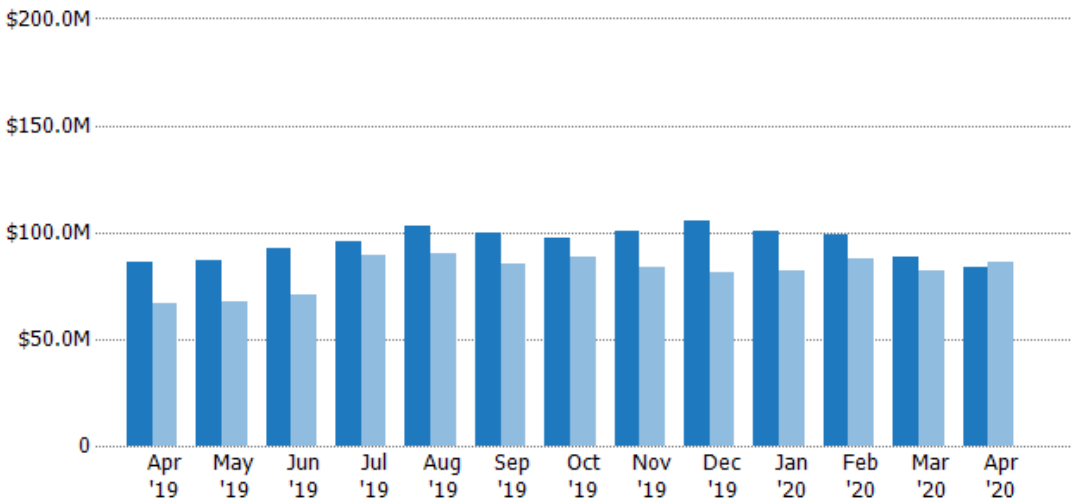
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$86.3M	\$86.4M	\$92.8M	\$95.3M	\$103M	\$100M	\$96.9M	\$100M	\$106M	\$100M	\$99.2M	\$88.3M	\$83.4M
Prior Year	\$66.9M	\$67.2M	\$70.8M	\$89.3M	\$89.6M	\$85M	\$88.1M	\$83.4M	\$81.1M	\$81.6M	\$87.7M	\$82M	\$86.3M
Percent Change from Prior Year	29%	29%	31%	7%	15%	17%	10%	20%	30%	23%	13%	8%	-3%

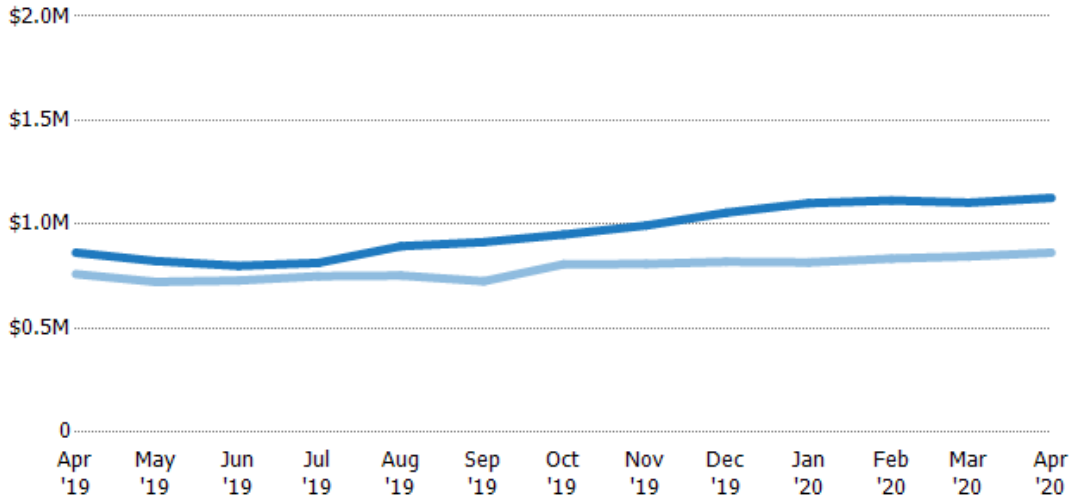
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$863K	\$823K	\$800K	\$814K	\$895K	\$914K	\$950K	\$994K	\$1.06M	\$1.1M	\$1.11M	\$1.1M	\$1.13M
Prior Year	\$760K	\$723K	\$730K	\$750K	\$753K	\$726K	\$808K	\$809K	\$820K	\$816K	\$835K	\$845K	\$863K
Percent Change from Prior Year	14%	14%	10%	9%	19%	26%	18%	23%	29%	35%	33%	31%	30%

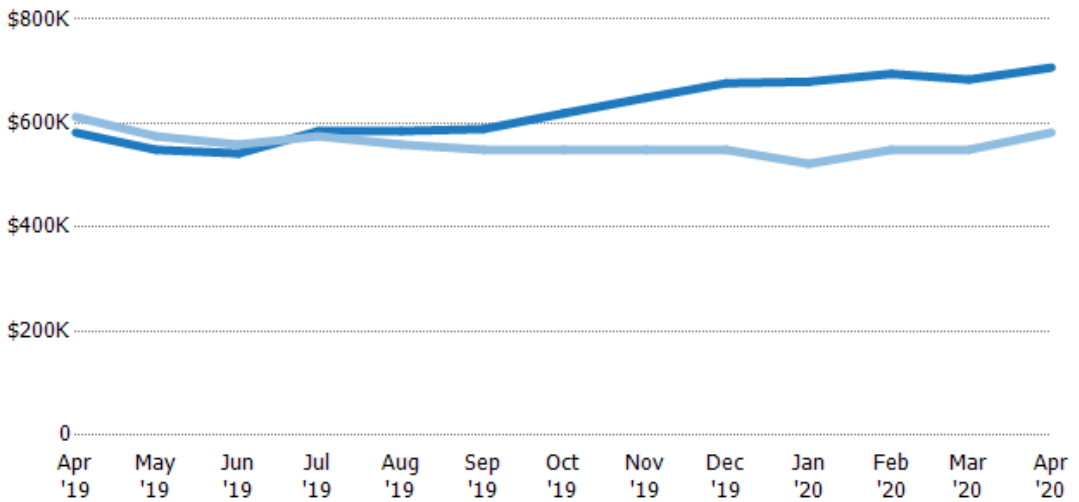
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$582K	\$549K	\$542K	\$585K	\$585K	\$589K	\$619K	\$649K	\$677K	\$680K	\$695K	\$684K	\$707K
Prior Year	\$612K	\$575K	\$559K	\$575K	\$559K	\$549K	\$549K	\$549K	\$549K	\$522K	\$549K	\$549K	\$582K
Percent Change from Prior Year	-5%	-5%	-3%	2%	5%	7%	13%	18%	23%	30%	27%	25%	21%

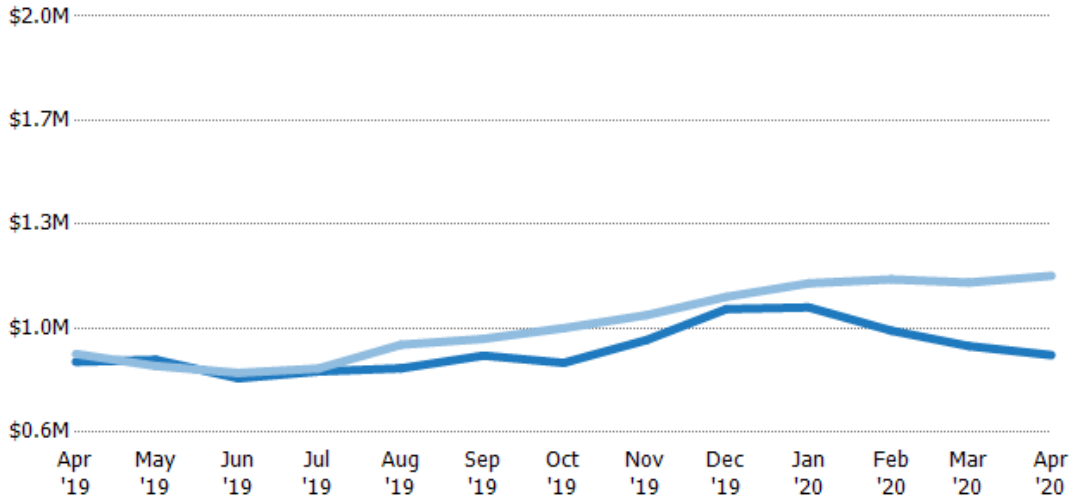
Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Avg Est Value	\$837K	\$844K	\$781K	\$805K	\$815K	\$858K	\$833K	\$910K	\$1.01M	\$1.02M	\$942K	\$890K	\$860K
Avg Listing Price	\$863K	\$823K	\$800K	\$814K	\$895K	\$914K	\$950K	\$994K	\$1.06M	\$1.1M	\$1.11M	\$1.1M	\$1.13M
Avg Listing Price as a % of Avg Est Value	103%	98%	102%	101%	110%	107%	114%	109%	104%	108%	118%	124%	131%

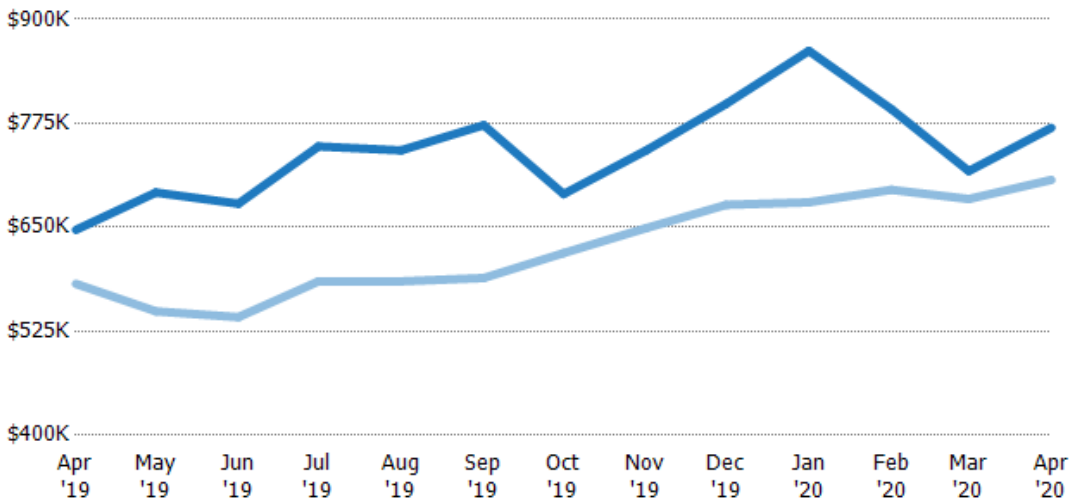
Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Median Est Value	\$647K	\$692K	\$678K	\$747K	\$742K	\$773K	\$690K	\$742K	\$798K	\$862K	\$792K	\$718K	\$770K
Median Listing Price	\$582K	\$549K	\$542K	\$585K	\$585K	\$589K	\$619K	\$649K	\$677K	\$680K	\$695K	\$684K	\$707K
Med Listing Price as a % of Med Est Value	90%	79%	80%	78%	79%	76%	90%	87%	85%	79%	88%	95%	92%

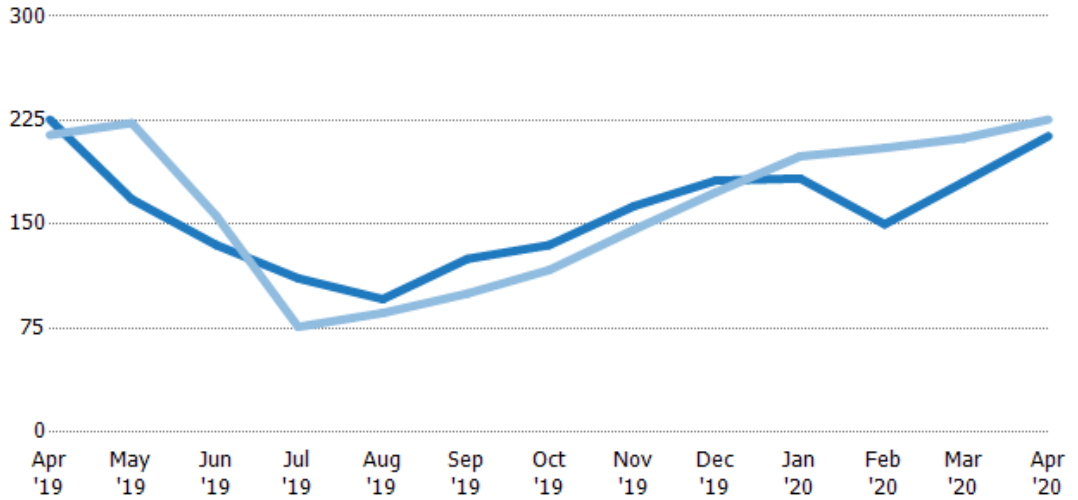
Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	226	168	135	111	96	125	135	163	182	183	150	181	214
Prior Year	215	223	156	76	86	100	117	146	173	199	205	212	226
Percent Change from Prior Year	5%	-25%	-13%	46%	12%	25%	15%	12%	5%	-8%	-27%	-15%	-5%

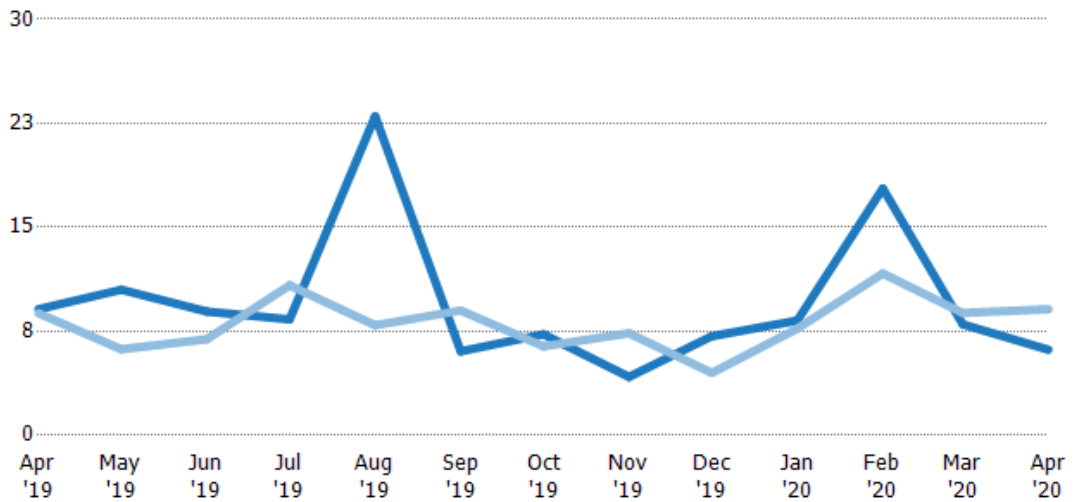
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	9.09	10.5	8.92	8.36	23	6.06	7.29	4.21	7.14	8.27	17.8	8	6.17
Prior Year	8.8	6.2	6.93	10.8	7.93	9	6.41	7.36	4.5	7.69	11.7	8.82	9.09
Percent Change from Prior Year	3%	69%	29%	-23%	190%	-33%	14%	-43%	59%	8%	53%	-9%	-32%

Absorption Rate

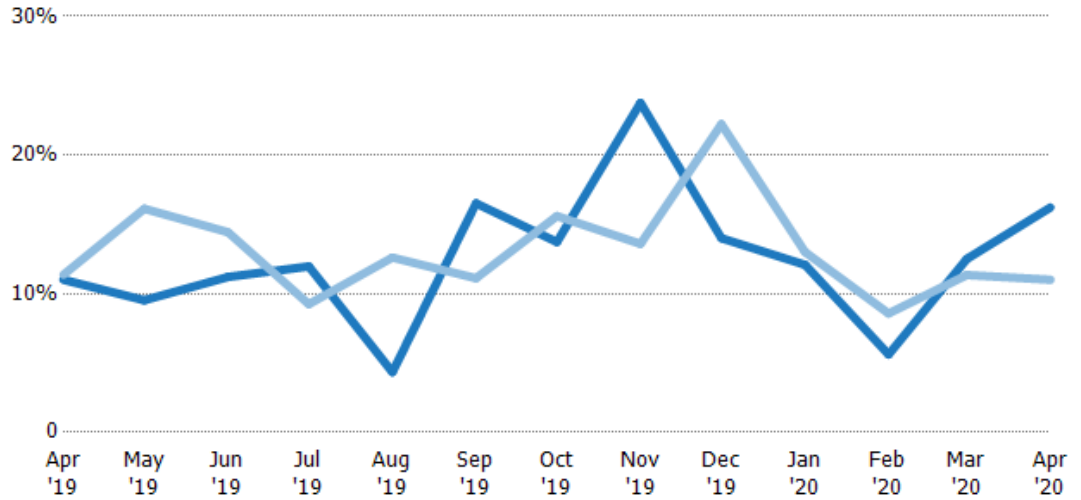
The percentage of inventory sold per month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence

Month/Year	Rate	Chg.
Apr '20	16%	-5.2%
Apr '19	11%	0.4%
Apr '18	11%	13.3%



Current Year	11%	10%	11%	12%	4%	17%	14%	24%	14%	12%	6%	13%	16%
Prior Year	11%	16%	14%	9%	13%	11%	16%	14%	22%	13%	9%	11%	11%
Change from Prior Year	0%	7%	3%	-3%	8%	-5%	2%	-10%	8%	1%	3%	-1%	-5%

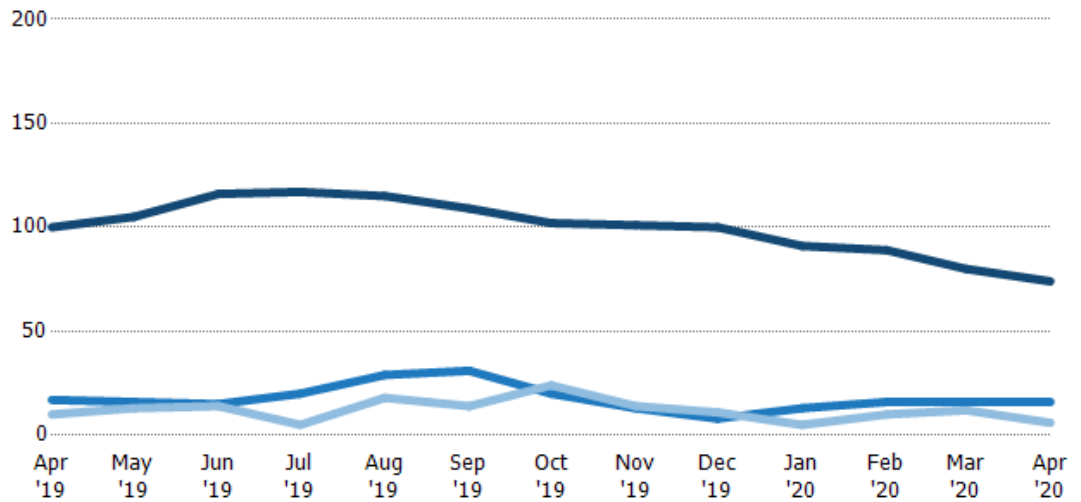
Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Active	100	105	116	117	115	109	102	101	100	91	89	80	74
Pending	17	16	15	20	29	31	20	13	8	13	16	16	16
Sold	10	13	14	5	18	14	24	14	11	5	10	12	6

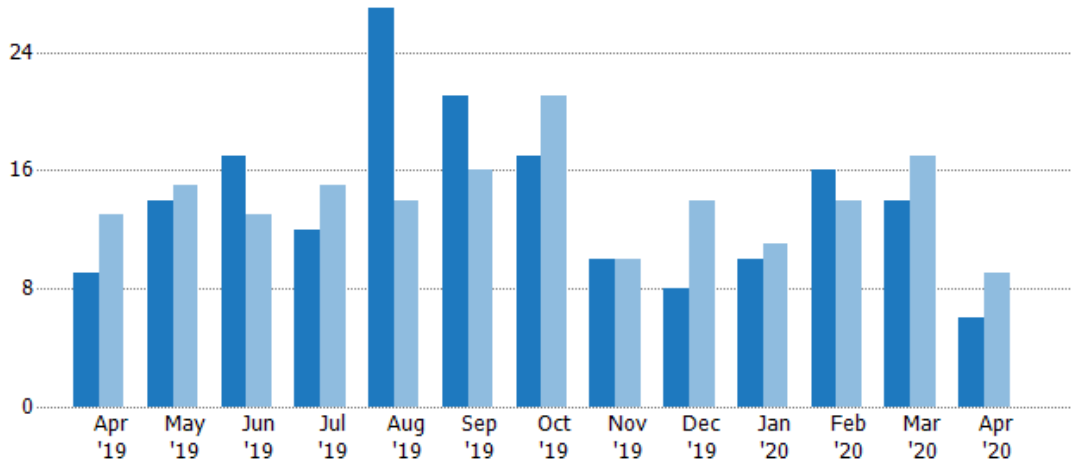
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Apr '20	6	-33.3%
Apr '19	9	-30.8%
Apr '18	13	-61.5%

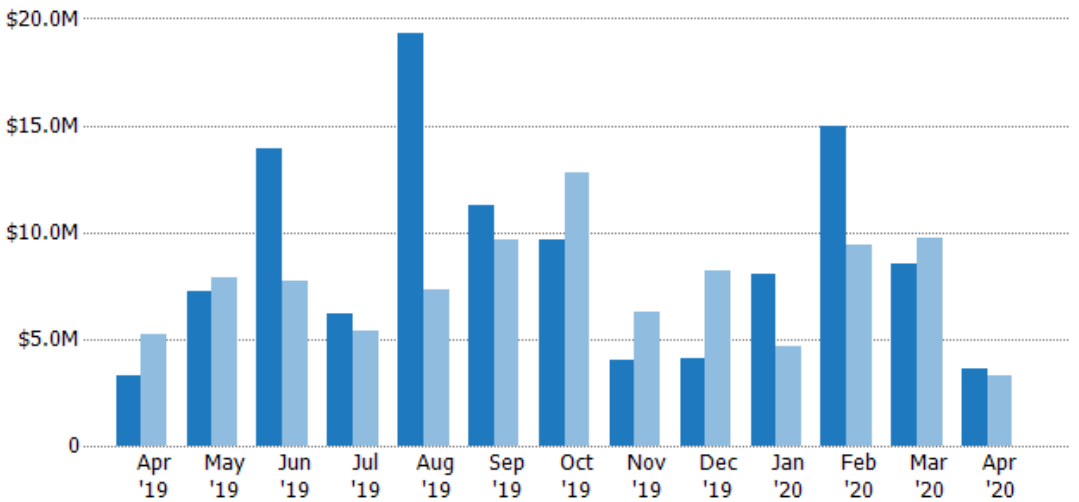
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Apr '20	\$3.6M	10.2%
Apr '19	\$3.27M	-37.4%
Apr '18	\$5.22M	-32.6%

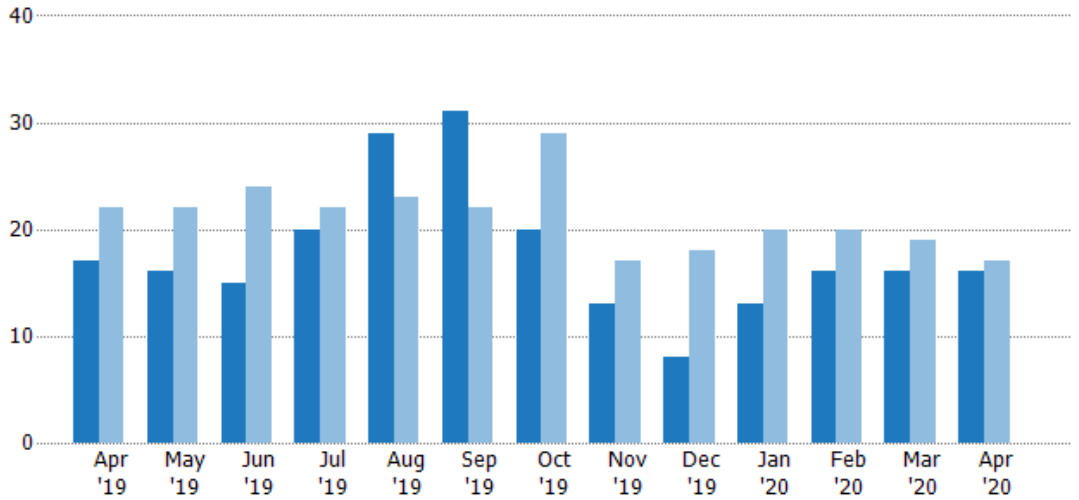
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Apr '20	16	-5.9%
Apr '19	17	-22.7%
Apr '18	22	-9.1%

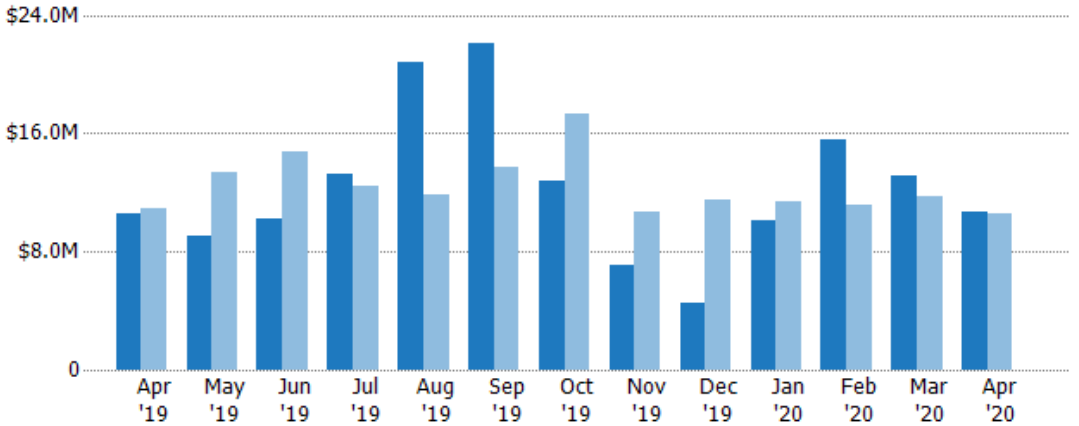
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Apr '20	\$10.7M	0.7%
Apr '19	\$10.6M	-3.2%
Apr '18	\$11M	44.1%

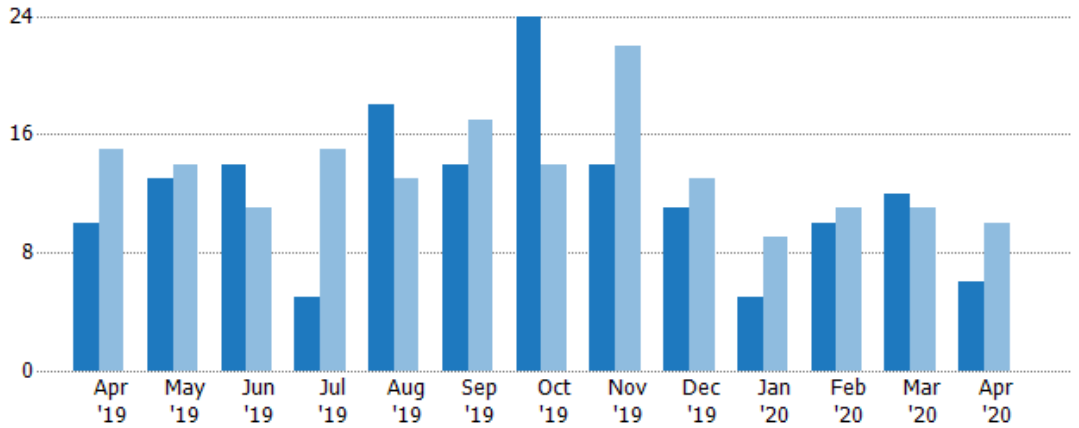
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Apr '20	6	-40%
Apr '19	10	-33.3%
Apr '18	15	-40%

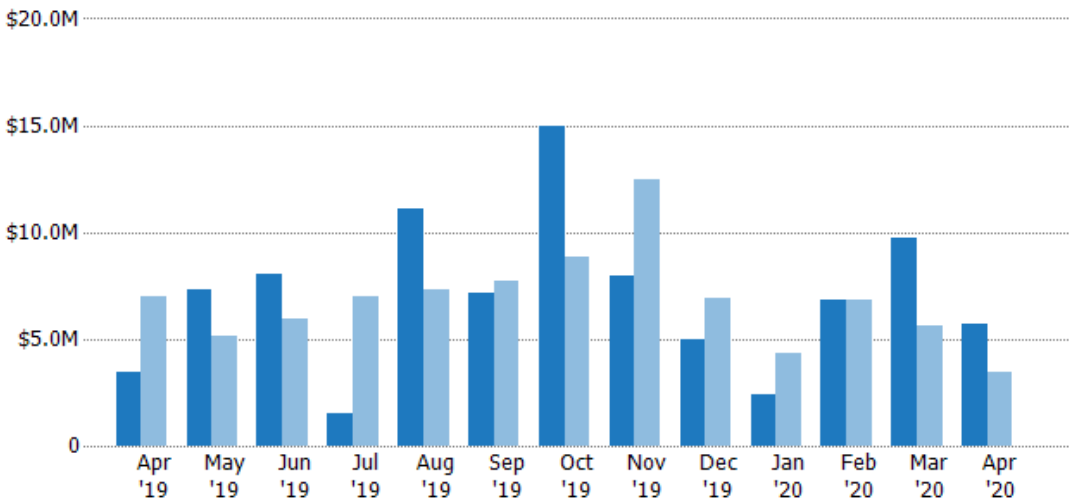
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Apr '20	\$5.71M	65.8%
Apr '19	\$3.44M	-51%
Apr '18	\$7.03M	-43.1%

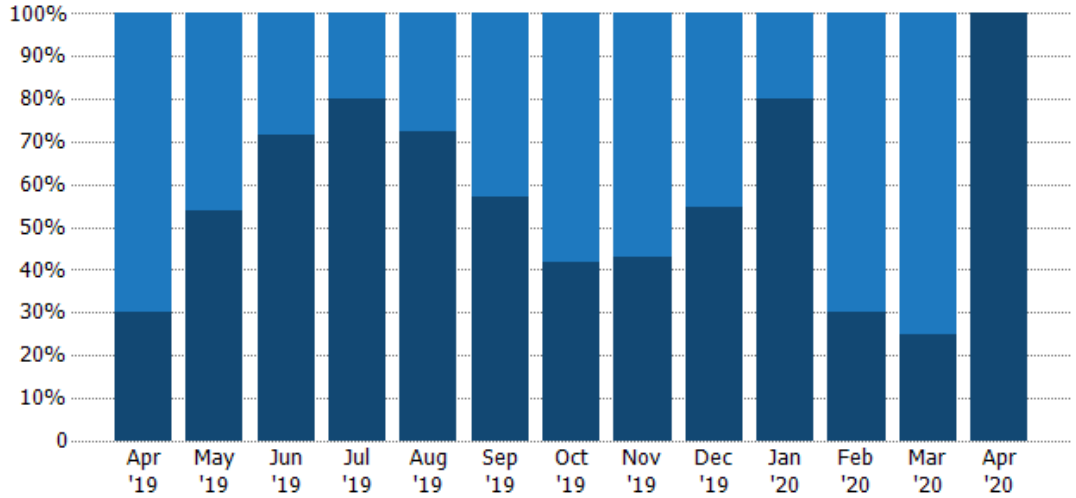
Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Property Type	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Condo/Townhouse	70%	46%	29%	20%	28%	43%	58%	57%	45%	20%	70%	75%	-
Single Family Residence	30%	54%	71%	80%	72%	57%	42%	43%	55%	80%	30%	25%	100%

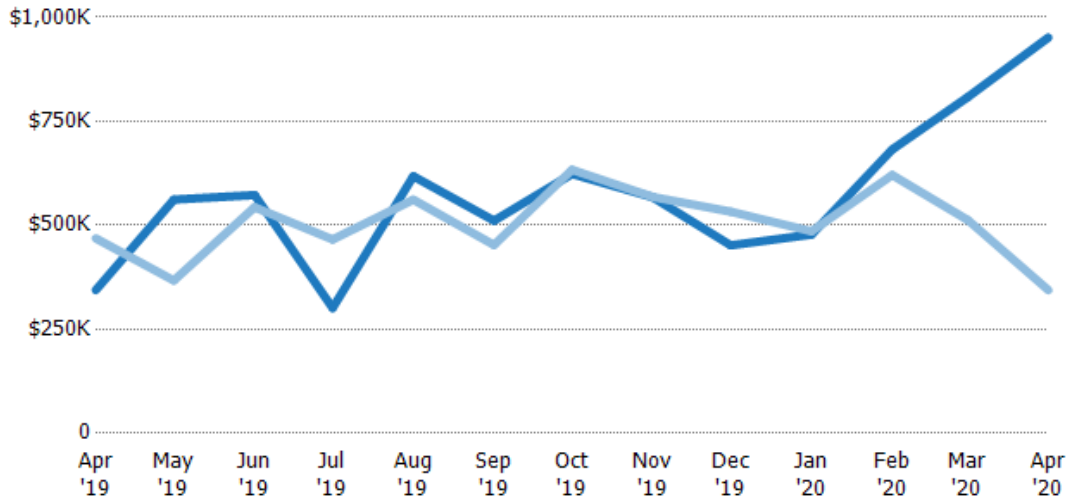
Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Price	% Chg.
Apr '20	\$951K	176.4%
Apr '19	\$344K	-26.5%
Apr '18	\$469K	-5.1%

Property Type	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$344K	\$562K	\$573K	\$301K	\$618K	\$511K	\$623K	\$567K	\$452K	\$478K	\$682K	\$808K	\$951K
Prior Year	\$469K	\$367K	\$543K	\$466K	\$561K	\$453K	\$633K	\$568K	\$533K	\$486K	\$621K	\$513K	\$344K
Percent Change from Prior Year	-27%	53%	5%	-35%	10%	13%	-2%	0%	-15%	-2%	10%	58%	176%

Median Sales Price

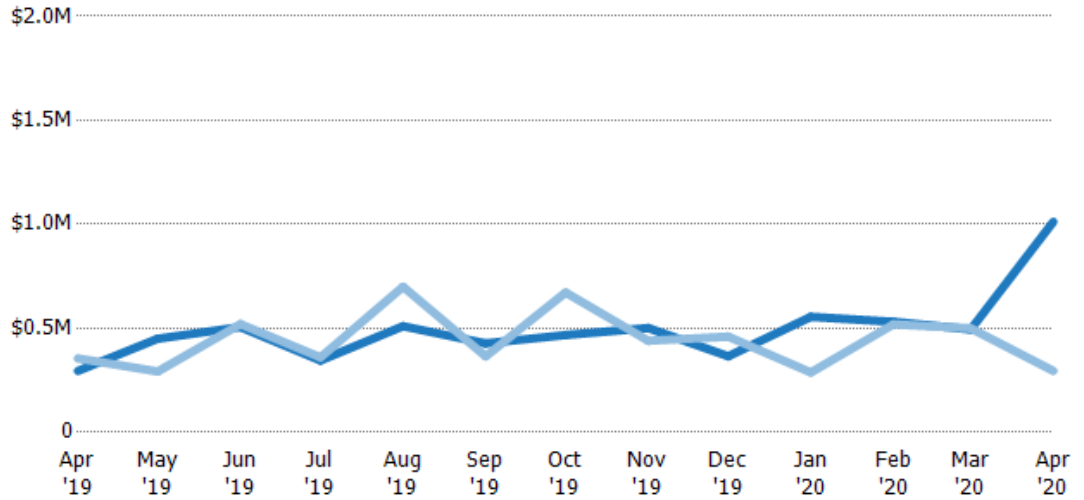
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Apr '20	\$1.01M	243.2%
Apr '19	\$295K	-16.9%
Apr '18	\$355K	33.8%



Current Year	\$295K	\$450K	\$506K	\$345K	\$510K	\$428K	\$468K	\$501K	\$366K	\$555K	\$531K	\$495K	\$1.01M
Prior Year	\$355K	\$292K	\$520K	\$360K	\$700K	\$365K	\$672K	\$440K	\$460K	\$288K	\$519K	\$500K	\$295K
Percent Change from Prior Year	-17%	54%	-3%	-4%	-27%	17%	-30%	14%	-21%	93%	2%	-1%	243%

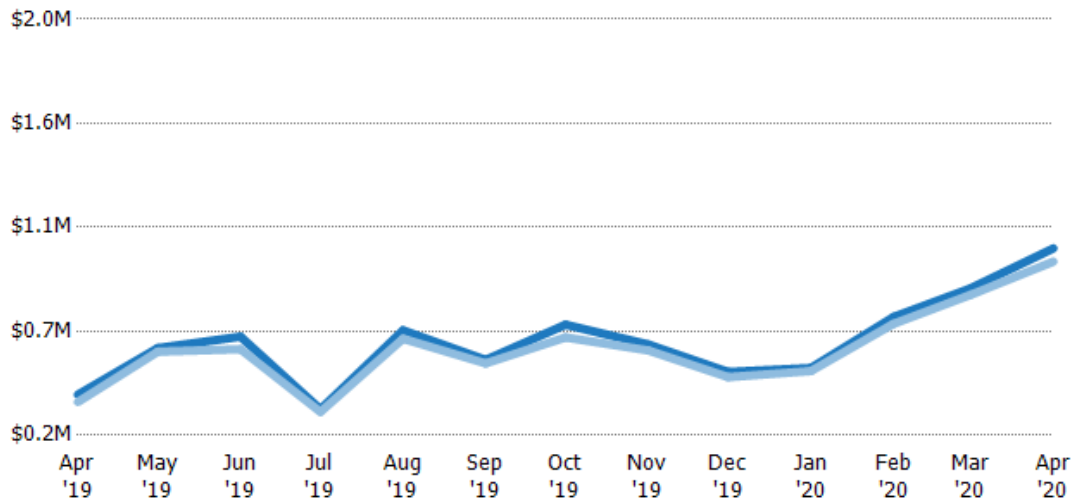
Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Avg List Price	\$376K	\$577K	\$627K	\$313K	\$654K	\$526K	\$679K	\$593K	\$474K	\$491K	\$712K	\$836K	\$1.01M
Avg Sales Price	\$344K	\$562K	\$573K	\$301K	\$618K	\$511K	\$623K	\$567K	\$452K	\$478K	\$682K	\$808K	\$951K
Avg Sales Price as a % of Avg List Price	92%	97%	91%	96%	94%	97%	92%	96%	95%	97%	96%	97%	94%

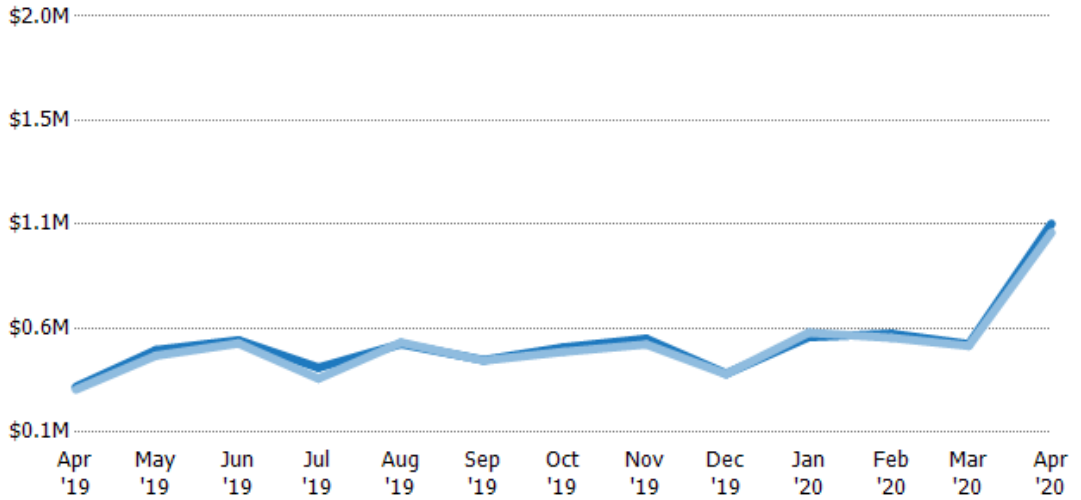
Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Median List Price	\$307K	\$475K	\$520K	\$395K	\$503K	\$430K	\$488K	\$527K	\$368K	\$535K	\$550K	\$502K	\$1.05M
Median Sales Price	\$295K	\$450K	\$506K	\$345K	\$510K	\$428K	\$468K	\$501K	\$366K	\$555K	\$531K	\$495K	\$1.01M
Med Sales Price as a % of Med List Price	96%	95%	97%	87%	101%	100%	96%	95%	99%	104%	97%	99%	96%

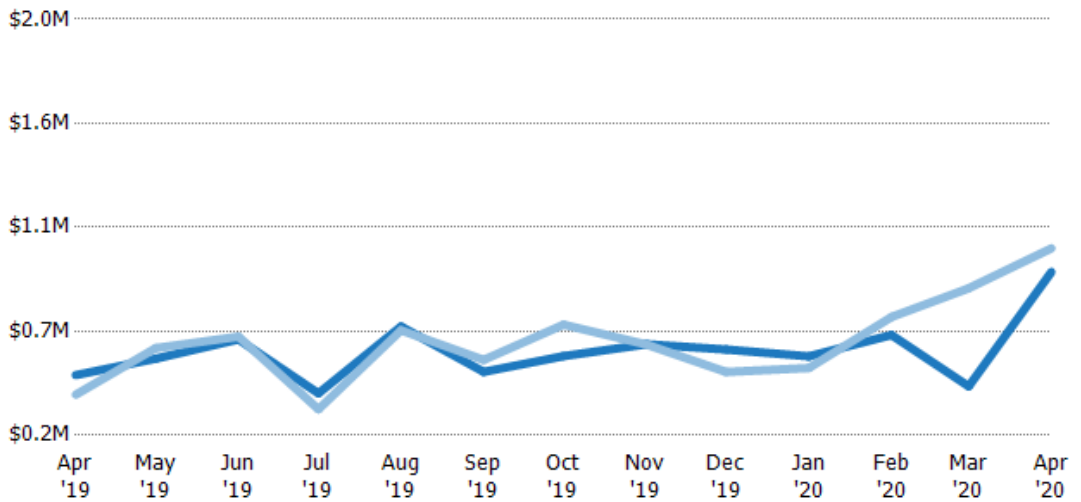
Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Avg Est Value	\$460K	\$532K	\$615K	\$381K	\$671K	\$474K	\$543K	\$594K	\$571K	\$542K	\$634K	\$412K	\$907K
Avg Sales Price	\$376K	\$577K	\$627K	\$313K	\$654K	\$526K	\$679K	\$593K	\$474K	\$491K	\$712K	\$836K	\$1.01M
Avg Sales Price as a % of Avg Est Value	82%	109%	102%	82%	98%	111%	125%	100%	83%	91%	112%	203%	111%

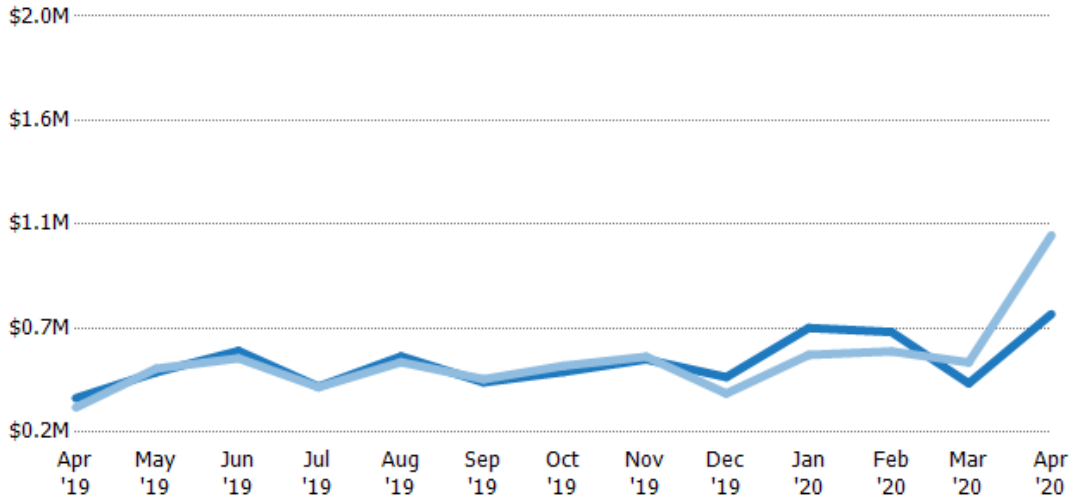
Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Median Est Value	\$347K	\$459K	\$552K	\$397K	\$528K	\$416K	\$461K	\$515K	\$438K	\$651K	\$634K	\$412K	\$711K
Median Sales Price	\$307K	\$475K	\$520K	\$395K	\$503K	\$430K	\$488K	\$527K	\$368K	\$535K	\$550K	\$502K	\$1.05M
Med Sales Price as a % of Med Est Value	88%	103%	94%	100%	95%	103%	106%	102%	84%	82%	87%	122%	148%